

## Message Text

UNCLASSIFIED

PAGE 01 STATE 170846  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/OIM/SAD/GHWALSER/DCG  
APPROVED BY EB/OCA/CD:WERAU  
COM/OIM/SAD/RGOOTENBERG  
COM/CAGNE/RFRUAN  
COM/CAGNE/PBHALE  
NEA/RA/DMORRISON (INFO)

-----029283 220645Z /10

R 212157Z JUL 77  
FM SECSTATE WASHDC  
TO AMCONSUL DHAHRAN  
AMEMBASSY CAIRO  
AMEMBASSY ABU DHABI  
AMEMBASSY DOHA  
INFO AMEMBASSY MANAMA  
AMEMBASSY MUSCAT  
AMEMBASSY JIDDA

UNCLAS STATE 170846

E.O. 11652: NA

TAGS: BEXP, XF

SUBJECT: BUILDING AND CONSTRUCTION EQUIPMENT TRADE MISSION  
OCTOBER 1977

REF: (A) USDOC 13144 (B) DHAHRAN 785 AND 746 (C) DHAHRAN  
796 (D) STATE 157407 (E) CAIRO 11390 (F) ABU DHABI 1007

1. USDOC HAS ASSESSED MARKETING COMMENTS IN REFTELS (B)  
AND DECIDED TO CANCEL REPEAT CANCEL BOTH SUBJECT  
MISSION AND PROPOSED PROCESS CONTROLS TRADE MISSION STOPS  
IN DHAHRAN. USDOC HAS RECRUITED SUBJECT MISSION FIRMS ON  
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BASIS OF MARKETING INFO FROM CAIRO, ABU DHABI, AND DOHA.  
OF SIX SUBJECT MISSION FIRMS PROCURED TO DATE, ONLY TWO  
HAVE EXPRESSED REAL INTEREST IN DHAHRAN STOP (ARMSTRONG  
CORK AND FORM-EZE SYSTEMS). USDOC BELIEVES THAT DHAHRAN  
WOULD BE INTERESTED IN RECEIVING U.S. MATERIALS HANDLING  
EQUIPMENT TRADE MISSION NOW SLATED TO VISIT BAHRAIN, OMAN  
AND QATAR, FEBRUARY 1978. USDOC PLANS TO PROCURE LATTER

MISSION MORE ALONG CONSTRUCTION-ORIENTED LINES THAN ALONG WAREHOUSING OR MANUFACTURING EQUIPMENT LINES. TIMING AND POTENTIAL IMPACT OF MATERIALS HANDLING MISSION TO DHAHRAN IN FEBRUARY OR MARCH WOULD PERHAPS BE MORE PRACTICAL FOR DHAHRAN TO ACCEPT THAN TRYING TO COPE WITH SUBJECT MISSION

THAT DOES NOT EXACTLY FIT LOCAL MARKET CONDITIONS IN EASTERN PROVINCE.

2. PROCUREMENT STATUS REPORT ON SUBJECT MISSION: SIX FIRMS ARE (A) CINCINNATI CONSORTIUM, LTD., A/E SERVICES FOR BUILDINGS, TRAINING PROGRAMS FOR ARTISANS AND CONSTRUCTION MANAGEMENT; (B) NORTON INTERNATIONAL, INC., CLIPPER MASONRY SAWS FOR CUTTING PRODUCTS OF ALL TYPES; CONCRETE SAWS; DIAMOND AND ABRASIVE BLADES; CIRCULAR SAWS FOR CUTTING MARBLE, GRANITE AND OTHER STONES; (C) ARMSTRONG CORK COMPANY, SHEET VINYL FLOOR COVERINGS, SPECIAL ACOUSTICAL CEILINGS AND SYNTHETIC CARPET; (D) CHALLENGE-COOK BROTHERS, INC., TRUCK MIXERS; CONCRETE PUMPS; OFF-HIGHWAY BOTTOM DUMP AND EARTH-HAULERS; SWINGER ARTICULATED FRONT-END LOADERS; (E) MC CRACKEN CONCRETE PIPE MACHINERY CO., MACHINERY FOR PRODUCTION OF REINFORCED AND NON-REINFORCED NON-PRESSURE CONCRETE PIPE; (F) FORM-EZE SYSTEMS, INC., CONCRETE FORMING EQUIPMENT.

3. POSTS ARE REQUESTED TO PROVIDE HOTEL NAME, ADDRESS, UNCLASSIFIED

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TELEPHONE AND TELEX NUMBERS. USDOC UNDERSTANDS WAITLIST SITUATION FOR SINGLE ROOMS IN ABU DHABI AND CANCELLATION RISK OF RESERVED ROOMS IN CAIRO (REFTELS F AND E, RESPECTIVELY).

4. POSTS REQUESTED TO IDENTIFY CONTROL OFFICERS FOR SUBJECT MISSION.

5. ADVANCE OFFICER AND MISSION DIRECTOR FOR SUBJECT MISSION IS FRANC MANZOLILLO, INTERNATIONAL TRADE SPECIALIST WITH COMMERCE ACTION GROUP FOR THE NEAR EAST (CAGNE). A/O ITINERARY AND HOTEL RESERVATION REQUEST WILL FOLLOW ASAP SEPTTEL. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Drafter:** OIM/SAD/GHWALSER/DCG  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Subject:** BUILDING AND CONSTRUCTION EQUIPMENT TRADE MISSION OCTOBER 1977  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009